

Message Text

CONFIDENTIAL

PAGE 01 PARIS 24942 270944Z

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ACTION EB-07

INFO OCT-01 EUR-12 MC-02 ISO-00 COME-00 (ISO) W

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R 270941Z AUG 76

FM AMEMBASSY PARIS

TO SECSTATE WASHDC 4378

C O N F I D E N T I A L PARIS 24942

E.O. 11652: XGDS-1

TAGS: ESTC, FR

SUBJECT: EXPORT OF ADVANCED COMPUTERS TO FRANCE

REF: 203091

1. EMBASSY COMMERCIAL OFFICER CALLED AT FONMIN TO INQUIRE ABOUT DELAY IN ISSUANCE OF A LETTER OF ASSURANCE BY MINISTRY COVERING SALE (OR LEASE) OF AN IBM 370/168 SYSTEM CT552 TO ASSURANCES GENERALES DE FRANCE. ACTING DESK OFFICER FOR NORTH AMERICAN ECONOMIC AFFAIRS ROYER PROMISED TO CHECK INTO MATTER AND TELEPHONED TODAY STATING THAT MINISTRY OF INDUSTRY AND RESEARCH WOULD BE TAKING RAPID ACTION TO AUTHORIZE ISSUANCE OF A LETTER OF ASSURANCE BY FONMIN. SHORTAGE OF STAFF DURING THE SUMMER SEASON WAS CITED AS A REASON FOR THE DELAY. BASED ON CONVERSATION WITH ROYER, EMBASSY BELIEVES THAT LETTER SHOULD BE RECEIVED IN EARLY PART OF WEEK BEGINNING AUG. 30 AND WILL FOLLOW UP WITH FONMIN IF NOT RECEIVED BY THEN.

2. COMMENT: IBM IS CORRECT IN STATING THAT THIS LETTER OF ASSURANCE WAS REQUESTED ON MARCH 24, 1976. THE PARIS OFFICE OF IBM FRANCE INFORMED EMBASSY BY LETTER ON THAT DATE THAT A LETTER OF ASSURANCE FOR THE 370/168 - CT552 HAD BEEN REQUESTED FROM MINISTRY OF INDUSTRY. ELAPSED TIME BETWEEN APPLICATION AND ANTICIPATED APPROVAL DATE WILL BE MUCH LONGER IN THIS INSTANCE (OVER FIVE MONTHS) THAN HAS USUALLY BEEN THE CASE. APPROVAL IS USUALLY RECEIVED TWO TO THREE MONTHS AFTER APPLICATION.

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MONTHS AFTER APPLICATION.

3. USE OF DELAY IN ISSUANCE OF LETTER OF ASSURANCE AS A TACTIC TO GET FRENCH FIRMS TO BUY OTHER THAN U.S. EQUIPMENT CANNOT BE EXCLUDED AS A POSSIBILITY IN VIEW OF FRENCH TENDENCY OF FAVORING DOMESTIC OR EEC MANUFACTURED PRODUCTS AND CURRENT EMPHASIS ON DEVELOPING FRENCH ELECTRONIC PRODUCTION CAPABILITY.

4. AT PRESENT TIME IBM HAS TWO OTHER OUTSTANDING REQUESTS FOR LETTERS OF ASSURANCE FOR IBM 370/168'S WHICH WERE BOTH SUBMITTED ON MAY 19, 1976. EMBASSY WILL MAINTAIN CONTACT WITH IBM FRANCE (M. CREMAIL) ON SUBJECT OF THESE LETTERS OF ASSURANCE AND PLANS TO MAKE A FURTHER APPROACH ON THIS SUBJECT IN THE NEAR FUTURE.
GAMMON

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Message Attributes

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Concepts: STRATEGIC TRADE CONTROLS, EXPORT LICENSES, COMPUTERS
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Copy: SINGLE
Draft Date: 27 AUG 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: KelleyW0
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Margaret P. Grafeld
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